

Message Text

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PAGE 01 TEHRAN 00826 240700Z
ACTION NEA-10

INFO OCT-01 EB-08 ISO-00 SSO-00 /019 W
-----115106 240703Z /14
O 240613Z JAN 78
FM AMEMBASSY TEHRAN
TO USDOC WASHDC IMMEDIATE
SECSTATE WASHDC IMMEDIATE 6571

UNCLAS TEHRAN 0826

E.O. 11652: N/A

TAGS: ETRD IR

SUBJ: MAJOR PROJECTS: MINISTRY OF HOUSING-NATIONAL PETRO-
CHEMICAL COMPANY PREFABRICATED HOUSING TENDER--
NATIONAL HOMES CORP., LAFAYETTE, INDIANA

1. GOI MINISTRY OF HOUSING AND IRANIAN STATE-OWNED NATIONAL PETROCHEMICAL COMPANY ARE NOW CONSIDERING BIDS FOR THE CONSTRUCTION OF 1,000 PREFABRICATED HOMES IN BANDARSHAHPOUR. TOTAL VALUE OF THE CONTRACT WILL BE IN NEIGHBORHOOD OF \$140 MILLION. NATIONAL HOMES, CORP. (TELEPHONE 317-448-2245) REPRESENTED BY MR. MICHAEL HAND, HAS REQUESTED EMBASSY SUPPORT OF THIS BID. GOI DECISION ON THE CONTRACT IS EXPECTED VERY SOON.

2. MR. HAND SAYS THE PRINCIPAL COMPETITION IS A SWISS CONSORTIUM, MEMCO OF BASEL, SWITZERLAND, WHICH HE STATES IS REALLY NOT QUALIFIED TO DO THE WORK. SWISS BID MENTIONS THREE AMERICAN FIRMS WHO ALLEGEDLY WILL SUPPLY STEEL FRAMES. TWO OF THESE FIRMS, SAYS MR. HAND, CANNOT BE LOCATED AND ARE NOT KNOWN IN U.S. MANUFACTURED HOUSING CIRCLES.

3. BEFORE EMBASSY PROCEEDS FURTHER IN ITS SUPPORT OF NATIONAL HOMES CORP. WE WOULD LIKE TO VERIFY WHETHER IN FACT U.S. EXPORT SALES WILL OCCUR IF THE SWISS CONSORTIUM WINS. NAMES OF ALLEGED THREE AMERICAN FIRMS PARTICIPATING WITH SWISS ARE AS FOLLOWS:

1) GUARDIAN HOUSING SYSTEMS, FAIRBORN, OHIO; 2) DON WEBB INTER-
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NATIONAL, FAIRBORN, OHIO; 3) MILLWORK SALES COMPANY, DAYTON, OHIO.

4. USDOC IS REQUESTED ON URGENT BASIS TO CONTACT THESE THREE FIRMS TELPHONICALLY AND ADVISE EMBASSY: 1) WHETHER ANY OR ALL THREE FIRMS EXIST IN FACT; 2) WHETHER THEY ARE PARTICIPATING IN THE SWISS-LED CONSORTIUM; 3) AN ESTIMATE OF U.S. EXPORT

SALES WHICH WILL MATERIALIZE IF SWISS CONSORTIUM WINS AWARD.

5. ACTION REQUESTED: USDOC PLEASE ADVISE EMBASSY RESULTS OF
REQUESTED INQUIRY BY IMMEDIATE CABLE.
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Message Attributes

Automatic Decaptioning: X
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Concepts: CONSTRUCTION, HOUSING, PROPOSALS (BID)
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Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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